

Workplan Logistics
Program Contact: Lori O'Connor ext. #3019

I. Selling/Execution Detail

Month: July

Promotion: WINSTON CTS 5 pack racing sleeve w/special 90 carton floorbase

Promotion #: 801269 Pre-Sleeved: NO - assembled in store

Item #: 5 pack racing sleeve - 545303, 90 Carton Floorbase w/topper - 545315

Segment: CTS

SKU Quantity: 90 - 5 pack sleeves

Placement/MSA Reporting: N/A

Reporting Dates: N/A

Promotion Details: 1) **Promotion Description:** 5 pack promotion for CTS outlets. Sleeves are designed to resemble a race car. The 90 carton special floorbase is designed to be left in store as a home for regular discounting promotions after the sleeves sell through.

2) **Materials Description:** 545303- (90 per SKU)- 5 pack racing sleeves will hold KS & 100's. 545315 - (1 per SKU)- 90 carton floorbase with special topper

3) **Recommended Displays:** Special RED 90 Carton floorbase with topper

4) **Special Instructions:** This promotion is designed to increase WINSTON presence in CTS outlets. Product mix should be determined and prebooked in for assembly at the store level.

Pricing Details: - Invoice Description: N/A

- Pricing: N/A

- Terms: N/A

- Additional Allowance: N/A

Promotional Packaging UPC: 12300-70404

Product UPC: N/A

VAP Payment Per 6M Case: 1) Pack Only: N/A

2) Pack and Ship: N/A

II. Promotion Timing

Allocations Available: 5/4/98

Execution Model Available: N/A

Allocation Adjustments to Model: N/A

Templates Available: N/A

Valued-Added Transfer Deadline: N/A

First Order Date: 5/4/98

First Ship Date: 6/15/98

First Delivery Date to Direct Accounts: N/A

VAP/Delivery Date to Retail Accounts: N/A

Last Delivery Date to Direct Accounts: N/A

Roll Remaining Allocations to National/Clean-Up: N/A

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New: 5/11/98

July WINSTON CTS 5-Pack Racing Promotion #801269

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	Region	Outlets	SKUs Sleeves 545303	SKUs 90 Ctn FB 545315	Offers
1100	Boston	67	67	67	6,030
1200	New York Metro	22	22	22	1,980
1300	Philadelphia	101	101	101	9,090
1600	Buffalo	289	289	289	26,010
1700	Pittsburgh	210	210	210	18,900
1800	Cincinnati	262	262	262	23,580
	Total NESA	951	951	951	85,590
2100	Winston-Salem	250	250	250	22,500
2200	Atlanta	180	180	180	16,200
2300	Florida	250	250	250	22,500
2600	Dallas	410	410	410	36,900
2900	Richmond	254	254	254	22,860
	Total SSA	1,344	1,344	1,344	120,960
5100	N. California	125	125	125	11,250
5400	S. California	150	150	150	13,500
5600	Seattle	235	235	235	21,150
5800	Houston	190	190	190	17,100
	Total WSA	700	700	700	63,000
6200	Chicago	300	300	300	27,000
6300	Minneapolis	375	375	375	33,750
6600	Denver	600	600	600	54,000
6700	Detroit	250	250	250	22,500
6900	St. Louis	480	480	480	43,200
	Total MWSA	2,005	2,005	2,005	180,450
	GRAND TOTAL	5,000	5,000	5,000	450,000

sgr030/ccd
NEW: 5/8/98

210 SMS210N4 1 SALES MATERIALS SYSTEM 06/02/98 15:36
 Item: 545303 Finished Good ITEM MAINTENANCE FN: _____
 Description of Item: Action(C,D,R, ' '): _____ Next Item: _____
 S WIN CTS 5-PK RACE SLEEVE KIT Status: A Item Type: F
 L JULY/AUGUST Multi Whse: N Active Item: Y
 Prime Whse: W150 Refurb #: 0
 Track Flag: Cycle Count: 00
 Corres #: 0
 Std Note Code NN
 Asset Code: TC Sku Reserved:
 Exp Code: TC Sku Available: 255
 Brand Code: 3200 WINSTON Sku in Process: 0
 Asset Prom#: 0 Regst Limit: 0 Sku Backordered:
 Exp Prom No: 801269020301 Budget Code: 3200 Number BO:
 Repackable: N Sku Pkg: BOX Sku on Hand: 420
 Ups Flag: Y Po Pkg: 90.000 Future Not Rsvd:
 United Inch: 95.00 UPC: Sku Alloc Avail: 2633
 Sku Weight: 12.0100 Sku/Mast Pk: 1.000
 Sku Cube: 4.5825 Master Pk: N (Y/N) Avg Sku Cost: 24.5450
 Invntry Mgr: WGBSR TERESA SMITH
 Allocated: Y Sku/Mast Pk Per Pallet: 0 \$ Onhand: 10308.9000
 Program Mgt: Category: 023 320 361 POS KITS LE: 0.0000
 Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
 HELP Cmmt Retrn Pl/Cs Inv Main

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